

NATIONAL CANNERS ASSOCIATION INFORMATION LETTER

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LISTEN TO THE SALUTE

Tuesday evening, at 10 o'clock, Eastern Time, February 17, Westinghouse will carry its Salute to the Canning Industry over the Red Network of the National Broadcasting Company. Every canner will be interested to hear the program, which, besides music, will include information about the industry's development and an address by President F. A. Harding.

STOCKS OF CANNED CORN, PEAS, AND TOMATOES

The Bureau of the Census announced on February 14 the results of a survey of the stocks of canned corn, peas, and tomatoes in the warehouses of representative canners and distributors in 1930 and 1929, undertaken at the request of the canners' and distributors' trade organizations.

The purpose of the survey was to obtain data for 1929 and 1930 from identical establishments. Schedules were sent to 572 canners and 423 distributors (wholesalers and operators of chain stores), of whom a total of 743 made returns; but many of these returns were incomplete in that they failed to carry comparative figures for 1929. The establishments for which the returns were complete for both years numbered 477, comprising 323 canning and 154 distributing concerns. All the statistics given in the following table except those for "total pack, all canners" are based on these returns.

The total stocks held on December 31, 1930, by the canning and distributing establishments described in the preceding paragraph as having reported for both years were made up as follows: Canned corn, 4,253,342 cases; canned peas, 5,706,927 cases; canned tomatoes, 5,157,734 cases. These amounts, when compared with the figures for stocks reported by the same establishments for December 31, 1929, show a decrease of three-tenths of 1 per cent for corn, an increase of 58.4 per cent for peas, and an increase of 83.6 per cent for tomatoes.

The following table shows the packs, the purchases, and the

stocks on hand, compiled from the returns received for the establishments reporting for the two years, together with the total pack. The totals for the corn and tomato packs in 1929 are based on data collected at the annual census and represent the packs of all canners, regardless of the value of their output. The figure for the total pea pack in 1929 is based on data collected in the biennial census of manufactures and does not include data for the output of canners whose pack was valued at less than \$5,000. The total figures for the corn and pea packs for 1930 were supplied by the Bureau of Foreign and Domestic Commerce. The figure for the total tomato pack in 1930 has not yet been released by that bureau.

CANNERS—PACK AND STOCKS

	Corn Cases	Peas Cases	Tomatoes Cases
Total pack, all canners:			
1930 ^a	15,002,172	21,590,054	^b
1929	17,110,000	^c 17,285,384	20,784,305
Pack of reporting canners:			
1930	6,544,442	8,904,232	8,057,491
1929	7,136,965	6,700,924	6,710,108
Stocks held by reporting canners:			
December 31, 1930	3,572,076	5,141,184	4,285,551
December 31, 1929	3,507,885	2,919,640	1,937,416
Stocks sold by reporting canners but held for future delivery:			
December 31, 1930	2,240,454	2,024,024	1,988,564
December 31, 1929	2,229,935	1,822,308	1,260,598
Per cent of total pack represented by out- put of canners reporting:			
1930	41.7	41.7	
1929	41.7	38.8	32.3
Per cent of reporting canners' pack held in stock:			
December 31, 1930	54.6	57.2	53.2
December 31, 1929	40.2	43.5	28.9
Per cent of reporting canners' stocks sold but held for future delivery:			
December 31, 1930	63.0	39.4	46.4
December 31, 1929	63.6	62.4	65.4

DISTRIBUTORS—PURCHASES AND STOCKS

	Corn Cases	Peas Cases	Tomatoes Cases
Purchases, including futures, by reporting distributors:			
1930	3,606,624	4,274,105	4,608,876
1929	4,090,535	5,000,297	4,790,937
Stocks held by reporting distributors:			
December 31, 1930	681,266	505,743	872,183
December 31, 1929	758,271	683,744	871,543
Per cent of total pack (all canners) repre- sented by purchases:			
1930	23.0	19.8	...
1929	23.5	28.9	23.1
Per cent of purchases held in stock:			
December 31, 1930	18.9	13.2	18.9
December 31, 1929	18.8	13.7	18.2

^a Source: Bureau of Foreign and Domestic Commerce.

^b Figure for tomato pack for 1930 not yet available.

^c Excludes data for pack of canners with output valued at less than \$5,000.

TRUCK CROP MARKETS

Total shipments of important fruits and vegetables during the week ended February 7 increased only slightly to 17,185 cars of 27 products, but were 1,500 cars heavier than movement a year ago. Sharp gains during the week were registered for new cabbage, Texas spinach and mixed vegetables, but decreases of some other lines largely offset these gains.

Florida strawberry shipments increased to 85 cars for the week. Oranges from Florida decreased slightly to 1,235 cars, while southern California orange movement dropped sharply to 880 cars. Florida moved 855 carloads of grapefruit, with Texas increasing temporarily to 85. Mixed-citrus shipments from Florida jumped to 780 cars, and tangerines required 195 compared with only 10 cars a year ago.

Green pea imports from Mexico increased suddenly to 260 cars, and Texas spinach totaled 685, as against 95 the preceding week. Movement of cauliflower from California was up to 380 cars. Texas beet and carrot shipments increased.

About 1,150 cars of apples moved from western states during the week and 655 from the East. Washington originated 945 cars, with 410 from New York and 135 from the Virginias.

CARLOT SHIPMENTS

Commodity	Feb. 1-7 1931	Jan. 25-31 1931	Feb. 2-8 1930	Total this season to Feb. 7	Total last season to Feb. 8	Total last season
Apples, total	1,808	1,945	1,683	91,791	86,787	102,801
Eastern states	656	706	758	37,496	45,045	51,439
Western states	1,147	1,179	925	54,305	41,742	51,362
Beans, snap	55	55	98	1,852	2,016	9,550
Beets	88	31	273
Cabbage:						
1931 season	715	422	375	3,180	2,413	36,766
1930 season	289	294	338	30,766	43,868	44,201
Carrots:						
1931 season	180	176	166	3,138	3,240	11,412
1930 season	53	69	86	11,412	11,479	12,149
Cauliflower	385	361	445	6,249	5,951	9,535
Pears	47	72	87	27,853	20,361	21,147
Peas, green:						
Domestic	7	1	5	939	475	6,790
Imports	200	120	166	826	1,582	2,118
Peppers:						
Domestic	39	80	14	780	225	2,791
Imports	32	28	27	167	224	477
Spinach	716	106	396	4,233	3,727	9,651
Strawberries	83	76	81	294	553	10,626
Tomatoes:						
Domestic	69	78	103	971	343	33,595
Imports	180	132	213	1,891	1,672	7,049
Vegetables, mixed:						
Domestic	892	559	596	3,799	3,651	30,997
Imports	25	13	17	120	107	348

RATES ON CANNED FOODS FROM COLORADO TO DAKOTA

In the case involving rates on canned fruits and vegetables, in carloads, from producing points in Colorado common-point territory to jobbing points in South Dakota the Interstate Commerce Commission has found that they are not unduly prejudicial, but has prescribed reasonable rates for the future which, according to the Commission's order, shall not exceed 85 per cent of the first class rates from and to the same points prescribed in the Western Trunk Line class rate case.

In the same decision the Interstate Commerce Commission found neither unreasonable nor unduly prejudicial the rates on canned fruits and vegetables, also the class rates, from producing points in Utah common-point territory to jobbing points in South Dakota.

SIAM RAISES TARIFF ON CANNED FOODS

Siamese duties on meat, fish, vegetables and fruit preserved in tins or air-tight containers, including pickles and sauces, have been increased to 20 per cent ad valorem, effective February 2. The former rate was 15 per cent.

BUSINESS CONDITIONS

Weekly business indicators available to the Department of Commerce for the week ending February 7, 1931, show bank debits increased over the week previous, but were under the corresponding week in 1930. Interest rates for time money and also for call money were the same as for the previous two weeks, but both rates were materially under last year. Business failures as reported by R. G. Dun & Company, were slightly more numerous than during the preceding week, and were in greater number than during the same week last year.

Wholesale prices, as measured by the composite index, showed a fractional decline from the preceding week. The prices of both agricultural and non-agricultural products declined, and were under the quotations of the same week in 1930.

For the week ended January 31, 1931, increases over the previous week occurred in building contracts let in 37 states, freight car loadings, lumber production, steel ingots production, and wheat receipts. Declines with respect to the week previous occurred in bituminous coal production, cattle receipts, hog receipts, and petroleum production.

	CAR LOADINGS		Merchandise L. C. L.	Other
	Total	Miscellaneous		
Week ended January 31.....	719,281	240,627	211,543	258,111
Preceding week	715,000	238,724	208,203	268,763
Corresponding week, 1930	808,835	308,829	238,177	351,829
Corresponding week, 1929	947,154	279,613	230,446	437,095

REFUSES TO REOPEN TIN CAN RATE CASE

The Interstate Commerce Commission has denied the application for a reopening of the case involving the rates on tin cans in carloads from points in the Chicago district taking Chicago, Ill., rates to Olivia and Montevideo, Minn., and Big Stone, S. Dak. The decision in this case was noted in the Information Letter for December 6.

DEPARTMENT STORE SALES IN JANUARY

Department store sales decreased from December to January by less than the estimated seasonal amount, according to preliminary figures reported to the Federal Reserve Board, and the Board's index of department store sales, which is adjusted for seasonal variation, consequently advanced by 6 per cent for the month. In comparison with a year ago, the aggregate value of sales in January, according to the preliminary figures, was 7 per cent smaller.

CANCELLATION OF JAPANESE FISHING CONCESSIONS

A cablegram to the Department of Commerce from the American commercial attache at Tokyo states that the Soviet has cancelled the Japanese fishing concessions pending adjustment of the payment of royalties. The Soviet requires payment of forty sen (19.9 cents) per ruble, while the Japanese offer twenty-seven sen (13.5 cents).

FEDERAL TRADE COMMISSION RULING

The California Preserving Co., Inc., New York, seller of canned foods and preserves, is ordered by the Federal Trade Commission to cease using as part of its corporate name or on its letterheads or other printed matter, the word "preserving" or other words which imply that the company packs, preserves or otherwise prepares the food products which it sells, unless and until it owns, operates, or actually controls a plant in which such packing and preserving is done.

TOMATO AND PEA ACREAGE IN EARLY STATES

The spring crop tomato acreage in south Florida is estimated to be 6 per cent smaller than the 1930 acreage, although it is 3 per cent greater than the five-year average acreage, 1925 to 1929. In the three other early districts, the Imperial Valley of California, other districts in Florida and the Lower Rio Grande Valley of Texas, growers plan to decrease their acreage 4 per cent below last year's acreage, or an indicated increase of 12 per cent above the five-year average acreage. If these inten-

tions are carried out the acreage for the three groups reported to date will be 3 per cent greater than the 1930 acreage and 22 per cent greater than the five-year average acreage.

The intentions to plant estimate for the early states indicates an increase in the pea acreage for this year of 31 per cent over last year's acreage and 70 per cent above the average acreage for the five-year period, 1925 to 1929. A fall crop acreage is reported for Texas, the first on record. Growers in the Imperial Valley, Florida and Texas plan substantial increases, while it is assumed that Arizona will have the same acreage as last spring.

SIAMESE TRADE IN CANNED FISH

Fish is one of the most important articles in the Siamese diet, and while much of the demand is supplied by the native fishing industry, it is also necessary to import large quantities of both canned and uncanned fish, according to the assistant trade commissioner at Bangkok.

Of the canned fish imports valued at \$350,000 to \$500,000 annually, sardines account for 85 per cent, of which about four-fifths are estimated to be of American origin. Imports of canned salmon are relatively unimportant, and mostly in the cheaper grades. The United States is the main source of supply, most of the business being in chum salmon.

The total value of last year's imports of canned fish of other sorts, including crab, lobster, shrimp, prawn, etc., reached over \$84,000, but direct exports from the United States to Siam were almost nil. It is believed, however, that imports from Hongkong and Singapore include a fair share of American mackerel and tuna.

CATSUP MARKET IN CHINA

The sale of American catsup in China has been very seriously affected by local Chinese manufacturers offering this item at half the price of American catsup, with the result that the volume of business on this item was reduced some 50 per cent below the amount sold in 1929. It appears at this time that catsup of Chinese production will largely displace the American article. A report on the subject by the assistant commercial attache at Shanghai can be obtained by interested American firms upon application to the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, in Washington.

INTENDED ACREAGE IN SNAP BEANS

A decrease of 16 per cent below last spring's acreage is indicated by the intention to plant reports of snap bean growers

in the early group of states. These beans are for truck shipment. Although an increase of 12 per cent is planned in Texas, decreases of 21 and 27 per cent, respectively, are expected in California and Florida. However, if present intentions are carried out, Florida will have the same acreage as the average acreage for the five-year period, 1925 to 1929. The California acreage is expected to be one-fourth smaller and the Texas acreage double the five-year average.

RESULTS FROM BUYING TOMATOES ON GRADE

In a report on inspection of cannery tomatoes in Virginia in 1930, the Virginia State Division of Markets presents, along with other information, the results of a canning demonstration in Lancaster County, the purpose of which was to demonstrate to the canner that he could well afford to pay a premium for U. S. No. 1 fruit and likewise demonstrate to the good grower that selling on grade would highly benefit him. A total of 767 pounds of fresh fruit were graded out into U. S. No. 1's, U. S. No. 2's, and culls. The tomatoes in these various grades were then canned separate into No. 2 cans. The demonstration brought out some striking results, as follows:

U. S. No. 1 fruit yielded 11.63 cans more per bushel than U. S. No. 2 fruit, and 24.69 cans more per bushel than did the culls.

The number of pounds of fresh fruit required per can increased from 1.56 for U. S. No. 1 fruit to 2.24 for No. 2 fruit and to 4.39 for culls.

U. S. No. 1 fruit showed 24.10 per cent waste due to preparation for the can, such as peeling, etc.; U. S. No. 2 showed 47.10 per cent waste; and culls showed 72.95 per cent.

The cost to the canners was only 1.04 cents per can from U. S. No. 1 fruit, but 1.49 cents per can from U. S. No. 2 fruit, and 2.93 cents per can from culls.

The canned fruit from a bushel of U. S. No. 1 fruit would return to the canner \$2.40 at 75 cents per dozen; the canned fruit from a bushel of U. S. No. 2 fruit would return him only \$1.67; for the culls the return would drop to \$0.85.

OPERATION OF EFFICIENT WHOLESALE GROCERS TO BE STUDIED

The Department of Commerce has started a search for wholesale merchants who are operating with a high degree of efficiency so that reasons for their success may be analyzed and published for the benefit of other merchants throughout the country. The Merchandising Research Division, which is making

this survey at the request and with the cooperation of the National Wholesale Grocers Association, expects to analyze the operations of twenty or twenty-five jobbers.

Wholesale grocers operating profitably on less than 7 per cent gross margin during 1930 have been reported to the Department, as compared to an average gross margin of 11.3 per cent for five hundred wholesale grocers reporting to the Harvard Bureau of Business Research in 1923.

PROTECTING TOMATO PLANTS AGAINST DAMPING-OFF

Heavy losses from the damping-off fungus, which annually exacts a severe toll from greenhouse operators who propagate tomato plants in large numbers, can be reduced to a minimum by soaking the seed in a solution of 1 pound of bluestone or copper sulfate in 8 gallons of water for any convenient length of time from 10 minutes to 24 hours, according to the State Experiment Station at Geneva, N. Y. Dusting the seed with monohydrated copper sulfate also affords remarkable freedom from damping-off.

MARKET RESEARCH AGENCIES

The 1930 edition of "Market Research Agencies" has been issued by the Bureau of Foreign and Domestic Commerce. It is a book of 261 pages, compiled by the Domestic Commerce Division of the Bureau, furnishing a statement of the domestic commerce research activities of both public and private agencies and providing a source book to which market investigators may refer for assistance. An exhaustive index adds much to the value of the publication, copies of which are sold by the Superintendent of Documents, Washington, D. C., for 25 cents each.

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